



**FOR YOUTH DEVELOPMENT®
FOR HEALTHY LIVING
FOR SOCIAL RESPONSIBILITY**

STRENGTHENING THE FOUNDATIONS OF COMMUNITY

PENINSULA FAMILY YMCA

Vincent Glorioso – Executive Director
4390 Valeta Street, San Diego, CA 92107
(P) 619-226-8888 (F) 619-226-1675
(E) vglorioso@ymca.org (W) www.peninsula.ymca.org

PROPOSAL FOR JOINT OCCUPANCY OF RECREATION FACILITIES AND
COMMUNITY CENTER AT PACIFIC BEACH MIDDLE SCHOOL

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RESPONDENT/COMPANY

The YMCA of San Diego County is a California nonprofit public benefit corporation established in 1882 and continuously operating in the County of San Diego. Following is a copy of the Articles of Incorporation (as amended).

PENINSULA FAMILY YMCA

4390 Valeta Street, San Diego CA 92107

P 619 226 8888 F 619 226 1675 www.peninsula.ymca.org



State of California

A473249

SECRETARY OF STATE

CORPORATION DIVISION

I, *BILL JONES*, Secretary of State of the State of California, hereby certify:

That the annexed transcript has been compared with the corporate record on file in this office, of which it purports to be a copy, and that same is full, true and correct.

IN WITNESS WHEREOF, I execute
this certificate and affix the Great
Seal of the State of California this

MAR 13 1996



Secretary of State

A473249

RESTATED ARTICLES OF INCORPORATION
OF
YOUNG MEN'S CHRISTIAN ASSOCIATION
OF
SAN DIEGO COUNTY

ENDORSED
FILED

In the office of the Secretary of
of the State of California

MAR 8 1996

Bill Jones
BILL JONES, Secretary of State

RICHARD A. COLLATO and ALAN R. PERRY certify that:

1. They are the president and assistant secretary, respectively, of YOUNG MEN'S CHRISTIAN ASSOCIATION OF SAN DIEGO COUNTY, a California nonprofit corporation.

2. The Articles of Incorporation of this corporation are amended and restated to read as follows:

ONE: The name of this corporation is YMCA OF SAN DIEGO COUNTY.

TWO: This corporation is formed pursuant to the general non-profit law for the State of California, for the following purposes:

A. The primary mission of this corporation is to improve the quality of human life and help all people realize their fullest potential as children of God through the development of the spirit, mind and body.

B. General Purposes:

1. To help develop the character of young people and adults in San Diego County and Imperial County, and to assist them in accepting and demonstrating four basic values: caring, honesty, respect and responsibility.

2. To establish and provide for the conduct and maintenance of YMCA family branches, departments, satellites and projects throughout San Diego County and Imperial County, open to all persons.

3. To encourage efficiency and promote high ethical standards in personal living and in business and professions provided that the corporation shall not hold out as one of its objects the inurement of any financial benefit to any individual.

4. To administer and manage any charitable trust as may be designated.

5. To purchase, rent, lease and acquire, hold, sell, exchange and encumber lands and any personal property of every kind, and rights and interests therein; to take, accept, hold, administer, operate, manage, control, maintain, invest, use, disburse and expend any and all kinds of property, trusts and money, as endowments, gifts or otherwise, whether in trust or otherwise, to effectuate the purposes of this corporation.

6. To have and use any and all other purposes and powers not otherwise prohibited by law.

THREE: This corporation is a nonprofit public benefit corporation and is not organized for the private gain of any person. It is organized under the Nonprofit Public Benefit Corporation Law for public and charitable purposes. No part of the corporation's assets or net earnings shall inure to the benefit of any individual or private person, and its property is irrevocably dedicated to charitable purposes, and upon its liquidation, dissolution or abandonment its property remaining after payment, or provision of payment, of all its debts and liabilities shall be distributed to a nonprofit fund, foundation or corporation organized and operated for charitable purposes and which has established its tax exempt status under Section 501(c)(3) of the Internal Revenue Code.

FOUR: The principal office for the transaction of the business of this corporation is to be located in San Diego County.

FIVE: The number of directors of this corporation shall be not less than thirty-one and not more than sixty-one provided, however, that the number of directors of this corporation may be fixed in the Bylaws of this corporation, as amended from time to time, without the necessity of amending the Articles of Incorporation.

SIX: This corporation shall have no members.

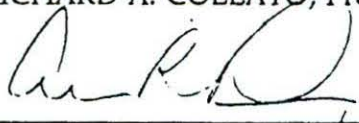
SEVEN: This corporation elects to be governed by all of the provisions of the Nonprofit Corporation Law of 1980 not otherwise applicable to it under Part 5 thereof.

3. The foregoing amendment and restatement of the Articles of Incorporation has been duly approved by the board of directors.

4. This corporation has no members.

Dated: March 4, 1996

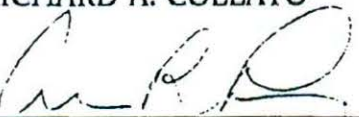

RICHARD A. COLLATO, President


ALAN R. PERRY, Assistant Secretary

VERIFICATION

The undersigned, RICHARD A. COLLATO and ALAN R. PERRY, the president and assistant secretary, respectively, of Young Men's Christian Association of San Diego County, each declares under penalty of perjury under the laws of the State of California that the matters set forth in the foregoing certificate are true and correct of their own knowledge. Executed this 4th day of MARCH, 1996, at San Diego, California.


RICHARD A. COLLATO


ALAN R. PERRY



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BACKGROUND/HISTORY

PENINSULA FAMILY YMCA

4390 Valeta Street, San Diego CA 92107

P 619 226 8888 F 619 226 1675 www.peninsula.ymca.org

The Y is a leading non-profit organization focused on strengthening communities through youth development, healthy living and social responsibility. For over 160 years, the Y has nurtured the potential of children and teens, improved health and well-being and provided opportunities to give back and support others. Anchored in more than 10,000 communities across the nation, the Y has the long-standing relationships and physical presence not just to promise, but to deliver, lasting personal and social change.

Locally, the Y has been serving San Diegans for 130 years and has grown to include 28 branches and operating units. Our Y touches the lives of nearly one out of every ten people in San Diego County. All people are welcome to participate, regardless of age, income or cultural background.

The Peninsula Family YMCA, chartered in 1970, is a branch of the YMCA of San Diego County, serving the communities of Point Loma, Ocean Beach, Mission Beach and Pacific Beach. Over 2,000 members are engaged at our Y, along with another 3,000 youth, adults and seniors participating in programs and services. Our Y offers a diverse menu of programs including Health & Fitness, Childcare and Day Camp, Youth Sports and Aquatics, Teen Leadership, Senior Social Outings and Volunteer Opportunities. We are committed to never turning someone away for the inability to pay, offering financial assistance to cover program costs.

We have several partnerships in the community, including on-campus after school care at 5 schools in the San Diego Unified School District, with enrollment over 500 students. Additional partners include Correia Middle School, community churches, healthcare providers, youth sports organizations and senior service organizations among others. The Y is built on volunteerism and community collaborations as a means to accomplishing the mission of serving individuals, families and community.



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EXPERIENCE

PENINSULA FAMILY YMCA

4390 Valeta Street, San Diego CA 92107

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The YMCA of San Diego County participates in numerous collaborative partnerships with local schools. The Y is on over 100 elementary and middle school campuses across the county as before and after school care providers. Additional programs in schools include physical education, recess programming, leadership development, swim lessons, sports leagues and academic enrichment.

Most recently and closely aligned with this request for proposals, a brand new Y was opened in Otay Mesa on the campus of Montgomery Middle School in April of this year. The school and Y work together to offer Physical Education, swim lessons, and family engagement. This 32,000 square foot facility offers membership and programs, with a fitness center, gymnasium, group exercise studios, swimming pool, locker rooms and child watch center for parents to work out with reliable care for their young children.

Contact – Matthew Henry, Executive Director, Border View YMCA, 619-428-9622

At the Peninsula Family YMCA, a partnership with Correia Middle school allows for the Y to use the school parking lot during hours of operation, while the students use the Y gymnasium and swimming pool for physical education. The gymnasium was built in compliance of DSA requirements to meet district standards. Additional programming with the school is being initiated for students to participate in Model United Nations, a leadership development program designed to educate students on current events, international relations and diplomacy.

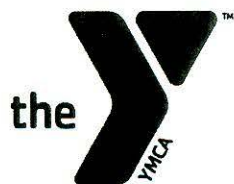
Contact – Greg Erickson, Director of Community Programs, Peninsula Family YMCA, 619-226-8888

On campus programming has been established at Sandburg Elementary School for Physical Education, lunchtime recess programming and after school sports. The Y provides a qualified instructor to work with school administration and faculty to offer an enriching experience around healthy living for the students.

Y staff are also working with Mira Mesa High School to offer Gold Medal Mindset, a goal setting/action oriented program which will be weaved into an existing mentor program for at risk students. The program will bring together teachers, volunteers and Y staff to lead the students through 6 weeks of vision planning and implementation towards achieving personal goals.

Contact – Jesse Pazdernik, Program Director, Rancho Family YMCA, 858-484-8788

These are just a few of the many experiences with respect to the type of project proposed. The Y has a strong track record of successful experiences in working together with schools to maximize facility space and programming for the total enrichment of students. With diverse expertise and background in working with youth, the Y can be extremely flexible to meet the needs of students and school staff.



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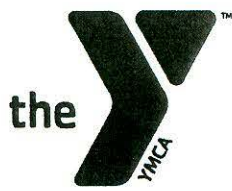
REFERENCES

PENINSULA FAMILY YMCA

4390 Valeta Street, San Diego CA 92107

P 619 226 8888 F 619 226 1675 www.peninsula.ymca.org

Alfredo Tinoco	Physical Education Teacher Correia Middle School	619-222-0476
Margaret Johnson	Principal Ocean Beach Elementary School	619-233-1631
Laurie Hinzman	Former Principal Sandburg Elementary School	619-302-6845
Victor Tapia-Sanchez	Principal Montgomery Middle School	619-690-5540
Nestor Suarez	Principal Cabrillo Elementary School	619-223-7154



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PERSONNEL QUALIFICATIONS

Vince Glorioso – Executive Director, Peninsula Family YMCA

(resume following)

Greg Erickson – Director of Community Programs, Peninsula Family YMCA

(resume following)

PENINSULA FAMILY YMCA

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V I N C E N T A. G L O R I O S O

OBJECTIVE

Continue to develop a professional career in the YMCA organization.

PROFESSIONAL EXPERIENCE

Peninsula Family YMCA, San Diego CA

06/11-Present

Executive Director

➤ Community and Volunteer Development

- Board of Director leadership in recruitment, engagement and development of committee commissions.
- Campaign Director of annual support fundraiser, empowering 145 volunteers raising over \$200,000.
- Deliver the YMCA mission through relationships with members, programs at 5 schools and diverse community partners.
- Expansion of Y services with capital growth development through research, planning, fundraising and construction of new facilities.

Rancho Family YMCA, San Diego CA

10/07-06/11

Associate Executive Director

➤ Branch Operations

- Facilitate the development and implementation of the strategic and operating plans.
- Development/management of \$3.7 million annual operating budget, grown 9% over 3 years with a perfect record of balancing budget.
- Oversee membership base of 2,700 units, 29 thousand square foot aquatic and multi-use facility.
- Lead 8 Exempt staff and 140 employees towards achieving branch objectives and personal development.
- Ensure program quality, with recognition every year for exceeding standards of excellence and over 90% satisfaction rating from participant evaluations.

➤ Association Leadership Involvement

- Countywide Program Steering Committee Chairman, building beneficial development workshops for YMCA Program Directors.
- Pilot branch for implementing the Activate America initiative at the YMCA of San Diego County.
- Five time mentor to rising YMCA professionals.
- Listen First Trainer, leading the way in the development of strong relationships and supporting members' needs.

La Jolla YMCA, La Jolla CA

01/05-10/07

Department Head of Community Programs

➤ Staff and Budget Management

- Responsible for the supervision and professional development of 5 full time Directors/Coordinators.
- Oversee 8 departments and the annual budget planning process, total budget over \$2 million.
- Perfect record of meeting annual budget plan, increasing revenue by an average of 6% each year.

➤ Program Growth and Development

- Establish community collaborations with church, school and youth theatre organizations.
- Planning of Capital Development project, forecasting program growth opportunities.

EDUCATION & TRAINING

Dickinson College, Carlisle PA

Bachelor of Arts, Sociology

Certified as YMCA Multi-Team/Branch Leader

References available upon request

Gregory E. Erickson
2818 S. Barcelona St.
Spring Valley, CA. 91977
Work: (619) 226-8888 x103
Mobile: (619) 885-0786

OBJECTIVE

To become Executive Director of the Peninsula Family YMCA to continue developing and managing programs, staff and volunteers to meet our community needs.

WORK EXPERIENCE

2008-2011

DEPARTMENT HEAD

*Current
Position*

Peninsula Family YMCA, 4390 Valeta Street, San Diego, CA 92107

Responsibilities: Oversee Aquatic, Camp, Licensed Childcare, Primetime, Sports and Family Programs. Responsible for \$1.6 million of annual branch budget, supervision of 5 full-time staff members, indirect supervision of 80 staff members and 50 program volunteers. Serve as staff liaison to Board of Management Committees. Oversee program development, marketing, human resource management, \$200,000 annual campaign, special events and community collaborations.

Achievements:

- Expanded staff supervisory team to enhance program development and quality, leading to a 10% growth in program revenue.
- Grew licensed childcare programs by 35% or \$106,044 by opening 3 new childcare sites.
- Successful leadership of the Annual Campaign Teams Section consisting of over a 100 community volunteers, achieving our goal annually.
- Directed branch Bay 2 Bay special event ensuring a positive net outcome, leading volunteers, securing permits, marketing, and race safety.
- Worked with staff to enhance Aquatic department swim team growth and resurrect the Adventure Guides program.

2006-2007

COMMUNITY PROGRAMS DIRECTOR

Peninsula Family YMCA, 4390 Valeta Street, San Diego, CA 92107

Responsibilities: Overall management of Sports, Family, Camp and Childcare programs. Responsible for \$1 million of annual branch budget, supervision of 2 full-time staff members, program development and human resource management. Serve as staff aide to Teams Section of \$195,000 annual campaign.

Achievements:

- Created a new Point Loma youth basketball league collaborating with Point Loma High School and resulting in a 150% or \$10,000 annual revenue growth.
- Secured annual sponsorship of Bay 2 Bay special event, achieving desired budget net outcome.
- Managed 2 Divisions in Annual Support Campaign Team Section, helping raise over \$195,000.

2003-2006

SPORTS AND FAMILY PROGRAM DIRECTOR

Peninsula Family YMCA

Responsibilities: Overall management of Sports and Family programs.

- 2000-2003 AFTER SCHOOL PROGRAM SITE SUPERVISOR**
Peninsula Family YMCA
Responsibilities: Supervision of 5 staff members and 85 students.
- 1999-2000 AUTO SALES**
Bob Baker Ford, Camino Del Rio S., San Diego, CA 92110
Responsibilities: Salesman for new and used automobiles.
- 1996-1999 RENTAL CAR AGENT**
Bob Baker Ford
Responsibilities: Customer service for dealership rental care department.
- 1995-1995 SPORTS REFEREE/INSTRUCTOR**
Mission Valley YMCA, 5505 Friars Rd., San Diego, CA 92110
Responsibilities: Officiate and instruct youth in sports programs.
- 1991-1994 YOUTH SPORTS COORDINATOR/CAMP COUNSELOR**
Camarillo Family YMCA, Camarillo, CA. 93010
Responsibilities: Coordinate youth sports leagues, summer camp staff.

EDUCATIONAL / PROFESSIONAL BACKGROUND

Education: B.A. Sociology 1999
Chapman University, Irvine, CA

Professional: YMCA Senior Director Certification
Cultural Diversity and Inclusion Trainer
Past YMCA Sports Cluster Chair
Past YMCA Family Cluster Chair

Volunteer / Community Involvement:

Board Member-*San Diego Civic Youth Ballet*, Member-*Peninsula Breakfast Club*

Personal: Married, father of three girls. Enjoy sports, reading and traveling.

REFERENCES

Available upon request



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GENERAL DESCRIPTION OF PROJECT

PENINSULA FAMILY YMCA

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The proposed project is to develop the 2.67 acres of recreation facilities as athletic fields for physical education, school and community sports leagues and clubs, adult sports leagues and cardio fitness exercise. The proposal for the community center is to convert the space into a functional wellness and program center for membership and family/community activities. Final decisions on development of the site will be subject to approval of the YMCA Board of Directors, based on a comprehensive market study and financial impact assessment.

Recreation Facilities using 2.67 acres:

Proposed construction of an arena soccer field, with overhead lighting for day and night use. This type of enclosed facility is multi-functional, generally used for soccer, but with the capabilities for youth flag football and other sports. The ground surface is artificial turf, maintaining a high quality condition with minimal upkeep.

Proposed landscaping for athletic field, with overhead lighting for day and night use. An open grass field, with the flexibility for numerous activities on a natural surface.

Proposed track surface around the perimeter of the area as a designated space for walking or running.

Proposed field house with administrative office, storage and community restrooms to service expected programming, staff support and equipment/supplies.

Additional parking to accommodate program enrollment at peak performance.

Uses: School physical education and school sports leagues/clubs, YMCA Youth Sports instruction and leagues, YMCA Adult Sports recreation leagues, summer day camp programming, walking/jogging/cross training, community events.

Community Center:

Proposed renovation of the existing building to house a fitness center, group exercise studio for youth and adults, program room for community classes/meetings and gatherings, child watch care center for families to utilize the facilities while children are engaged in supervised activities, administrative offices and a reception area for greeting/registrations and information. The center would be used as a membership based facility, open to everyone in the community as an optional day use visit. Membership is established with monthly dues and gives access to facilities/equipment, group exercise classes and discounts on all fee based programs.

Fitness Center – Installation of treadmills, stationary bikes, elliptical machines, strength machines, free weights and accessories. Y staff support members to achieve a healthy lifestyle through direct relationship building and fitness expertise.

Group Exercise Studio – A variety of classes including cardio, yoga, dance formats, muscle building and senior strength.

Program Room – A multi use space for instructional classes, meetings, senior gatherings and more.

Child Watch – A service to members, offering care for children in engaged activities while the parent is using the facility for exercise or programs.

Reception Area/Administrative Offices – A welcoming lobby for social, comfortable gathering. Workspace for staff to provide member/program administration and leadership and to take registrations, answer phones, check in attendees, etc.

Uses: The Community Center would serve as home base for many programs the Y runs in and out of the facility. In addition to the above mentioned programs, the Y proposes to run community/family programs such as Model United Nations and Youth & Government for teens, Adventure Guides parent/child outdoor program for families and to participate in community events.

Goals and Objectives: Programs and services will be offered within three areas of focus.

Youth Development – Y programs are value based with an emphasis on Caring, Honesty, Respect and Responsibility. We support youth in building confidence through participation and recognizing achievements in sports, classes and clubs. Our philosophy is for fairness, sportsmanship and leadership. The Y will contribute to the International Baccalaureate curriculum with an option for students to participate in our Model United Nations program for middle school students, a hands on opportunity to experience cultural awareness, holistic learning and communication.

Healthy Living – with athletic fields, a wellness center and group exercise studios, our objective is to engage students and community members in exercise, addressing issues of youth obesity and supporting healthy lifestyle choices. The Y model is to provide information and personal support through relationship development so that people choose to pursue their well-being. Pacific Beach Middle School has put a great emphasis on physical education and the development of this proposal will support the educational/enrichment goals of the school.

Social Responsibility – As a not for profit organization, the Y is governed by a volunteer Board of Directors. We provide opportunities for community members to

contribute to the direction of the organization through service work. We also enlist community volunteers to assist with financial development so that we can support youth and families needing and wanting these opportunities without the means to pay.



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FINANCIAL INFORMATION

Dunn & Bradstreet can provide the District with a credit report at no charge upon request. The D&B number for the YMCA of San Diego County is 07-337-5636.

The YMCA of San Diego County is fully insured for general liability and property damage claims. (Letter from our insurance broker together with proof of current insurance policies in place follows).

The audited financial report for the YMCA of San Diego County for the fiscal year ending June 30, 2011 follows. Additional financial information is available upon request.

PENINSULA FAMILY YMCA

4390 Valeta Street, San Diego CA 92107

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BARNEY & BARNEY[™] LLC

A B&B Company[®]

November 9, 2011

SAN DIEGO UNIFIED SCHOOL DISTRICT
Strategic Sourcing and Contracts Department
2351 Cardinal Lane, Building M
San Diego, California 92123-3799

To Whom It May Concern:

Barney & Barney has been the insurance broker for the YMCA of San Diego County for more than 40 years. During that time we have maintained coverage in full effect with no lapse, and I have no reason to believe that we would have any trouble whatsoever in procuring insurance on their behalf in the future.

I have included a certificate of insurance which outlines the coverage we currently have in place for the YMCA of San Diego County. If there is any other information you feel would help in this process, please don't hesitate to ask.

Sincerely,

Steven G. Shea
Principal



Insure Your Success

**CERTIFICATE OF LIABILITY INSURANCE**DATE (MM/DD/YYYY)
11/09/2011 15:18

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER	Barney & Barney LLC CA Insurance Lic: 0C03950 9171 Towne Centre Drive, Suite 500 San Diego, CA 92122 858-457-3414	CONTACT NAME:	April Hagata	
		PHONE (A/C, No, Ext):	(858) 587-7517	FAX (A/C, No):
		E-MAIL ADDRESS:	aprilh@barneyandbarney.com	
		INSURER(S) AFFORDING COVERAGE		NAIC #
		INSURER A: Granite State Insurance Company		23809
INSURED	YMCA of San Diego County 3708 Ruffin Road San Diego, CA 92123	INSURER B:		
		INSURER C:		
		INSURER D:		
		INSURER E:		
		INSURER F:		

Client # 35120

COVERAGES **CERTIFICATE NUMBER:** 394620 **MST NUMBER:** 18964 **REVISION NUMBER:**

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSR	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS		
A	GENERAL LIABILITY			02LX56255929	7/1/2011	7/1/2012	EACH OCCURRENCE	\$ 1,000,000	
	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY						DAMAGE TO RENTED PREMISES (Ea occurrence)	\$ 100,000	
	<input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR						MED EXP (Any one person)	\$ 5,000	
	<input checked="" type="checkbox"/> Professional Liability						PERSONAL & ADV INJURY	\$ 1,000,000	
	<input checked="" type="checkbox"/> Sexual Abuse Liability						GENERAL AGGREGATE	\$ 3,000,000	
	GEN'L AGGREGATE LIMIT APPLIES PER:							PRODUCTS - COMP/OP AGG	\$ 2,000,000
	<input type="checkbox"/> POLICY <input type="checkbox"/> PROJECT <input type="checkbox"/> LOC							\$	
A	AUTOMOBILE LIABILITY			02LX56255929	7/1/2011	7/1/2012	COMBINED SINGLE LIMIT (Ea accident)	\$ 1,000,000	
	<input checked="" type="checkbox"/> ANY AUTO						BODILY INJURY (Per person)	\$	
	<input type="checkbox"/> ALL OWNED AUTOS <input type="checkbox"/> SCHEDULED AUTOS						BODILY INJURY (Per accident)	\$	
	<input checked="" type="checkbox"/> HIRED AUTOS <input checked="" type="checkbox"/> NON-OWNED AUTOS						PROPERTY DAMAGE (Per accident)	\$	
							Physical Damage DED.	\$ \$1,000 Comp/Coll	
	UMBRELLA LIAB						EACH OCCURRENCE	\$	
	EXCESS LIAB						AGGREGATE	\$	
	<input type="checkbox"/> DED <input type="checkbox"/> RETENTION \$							\$	
	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY						WC STATUTORY LIMITS	OTHER	
	ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH)	<input type="checkbox"/> Y <input type="checkbox"/> N	N/A				E.L. EACH ACCIDENT	\$	
	If yes, describe under DESCRIPTION OF OPERATIONS below						E.L. DISEASE - EA EMPLOYEE	\$	
							E.L. DISEASE - POLICY LIMIT	\$	
A	Building and Personal Property Combined			02LX56255929	7/1/2011	7/1/2012	\$114,979,464 Blanket Limit \$10,000 Deductible Special Form; Replacement Cost		

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (Attach ACORD 101, Additional Remarks Schedule, if more space is required)

Evidence of Coverage.

CERTIFICATE HOLDER	CANCELLATION
EVIDENCE OF COVERAGE	SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.
YMCA OF SAN DIEGO COUNTY 3708 RUFFIN ROAD SAN DIEGO, CA 92123	AUTHORIZED REPRESENTATIVE <i>April Hagata</i>

Subject

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ACORD 25 (2010/05)

The ACORD name and logo are registered marks of ACORD

YMCA OF SAN DIEGO COUNTY
(A California Nonprofit Public Benefit Corporation)

Statement of Financial Position

June 30, 2011
(With comparative financial information for 2010)

Assets	2011	2010
Cash and cash equivalents	\$ 10,544,000	\$ 8,903,000
Pledges and accounts receivable, net (note 5)	11,398,000	14,896,000
Investments (note 6)	35,319,000	39,130,000
Investments whose uses are limited (note 6)	2,645,000	2,367,000
Prepaid expenses and other assets	648,000	390,000
Beneficial interest in charitable remainder trusts (note 2)	4,829,000	4,805,000
Land, buildings, and equipment, net (note 7)	103,614,000	92,601,000
Total assets	<u>\$ 168,997,000</u>	<u>\$ 163,092,000</u>
Liabilities and Net Assets		
Liabilities:		
Accounts payable and accrued expenses	\$ 13,965,000	\$ 16,473,000
Deferred revenue (note 8)	7,263,000	6,800,000
Other liabilities (note 9)	1,063,000	895,000
Total liabilities	<u>22,291,000</u>	<u>24,168,000</u>
Commitments and contingencies (notes 12 and 13)		
Net assets:		
Unrestricted	132,383,000	120,555,000
Temporarily restricted (note 2)	7,402,000	14,018,000
Permanently restricted (note 3)	6,921,000	4,351,000
Total net assets	<u>146,706,000</u>	<u>138,924,000</u>
Total liabilities and net assets	<u>\$ 168,997,000</u>	<u>\$ 163,092,000</u>

See accompanying notes to financial statements.



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FINANCIAL OVERVIEW OF PROJECT

PENINSULA FAMILY YMCA

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Anticipated Development Costs: The following costs are estimates and based on no firm quotes. Formal cost research and analysis will need to be completed prior to approval of development plans. The final scope of the proposed project and costs for development will be attained through community fundraising.

Market, Environmental and Fundraising Studies	\$100,000
Construction of Soccer Arena	\$400,000
Landscaping of Natural Grass Athletic Field	\$600,000
Renovation and Outfitting of Recreation Center	\$1,500,000
Total:	\$2,600,000

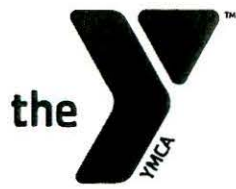
Annual Operating Budget:

Income

Membership Dues:	\$350,000
Youth & Adult Sports:	\$150,000
Teen Leadership:	\$12,000
Day Camp:	\$100,000
Community Programs:	\$25,000
Annual Support Campaign:	\$30,000
Total:	\$667,000

Expense

Salaries, Taxes and Benefits:	\$300,000
Program Expenses:	\$171,750
Equipment and Supplies:	\$61,830
Contracts & Utilities:	\$41,220
Administrative Support:	\$92,200
Total:	\$667,000



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TIMELINE

PENINSULA FAMILY YMCA

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The proposed timeline is subject to approval of the Board of Directors and dependent on fundraising outcomes.

December 2011	San Diego Unified School District selects proposal
March 2012	Market Study completed
June 2012	Project Team assembled - Community Outreach and Fundraising Plans developed
December 2012	CEQA and Environmental Studies completed
April 2013	Design completed
July 2013	Phase 1 Construction – Soccer Arena, Athletic Field, Field house
November 2013	Youth and Adult Sports programming
January 2014	Phase 2 Construction – Community Center renovation and equipment installation
July 2014	Membership and Program implementation in Community Center

The anticipated length of the partnership between the YMCA of San Diego County and San Diego Unified School District at the Pacific Beach Middle School site would be long term, considering the capital investment into the property and our interest to be integrated into the community we serve.



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BENEFITS OF PROJECT

PENINSULA FAMILY YMCA

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Through conversations with staff at Pacific Beach Middle School, parents in the community, city officials, Town Council and other community leaders, our Y has sought to understand the needs of the community and the benefit such a proposal could bring.

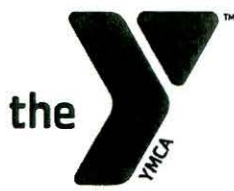
San Diego Unified School District: Development of the recreational facilities and renovation of the community center would significantly improve the aesthetics of the campus and cultural image of the local schools. Through discussions, we learned that the reputation of the schools in Pacific Beach have not been stellar, although they are improving with a new focus on the International Baccalaureate curriculum, more local families attending Pacific Beach Middle School and growth at the elementary schools. This proposal will bring a sense of belonging to the community, on the school campus, and provide a great resource for families to stay in their local neighborhood for education, recreation and services.

Pacific Beach Middle School Students: With a concentrated effort on Physical Education already existing at the school, development of the recreation facilities with a soccer arena, athletic fields and track would provide a unique environment for fitness, team sports and school pride. Improved PE programming can be directly attributable to the students' confidence, motivation and health, all factors which will contribute favorably to their academic success.

Community: Through our conversations, we heard an overwhelming interest to make Pacific Beach more family friendly. The Y is a leading organization bringing families together and building a sense of community through programs for youth development, healthy living and social responsibility. With service opportunities, we engage men, women and students to get involved in the direction of their community center, building accountability for helping others.

YMCA: Our goal is to serve more people in more places and achieve our mission of helping all people reach their fullest potential. Establishing a new site in Pacific Beach will allow us to connect a diverse population of students, families, seniors and young adults to a cause driven organization, impacting lives every day.

The Y is fortunate to have a diverse group of resources and skilled employees to partner with the Pacific Beach Middle School for programming. We would be happy to discuss opportunities to contribute to the students' experience based on the need. Suggestions may include; safety certification, fitness assessments and orientation, volunteer opportunities, healthy lifestyles presentation.



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COMPLIANCE

It is acknowledged that the proposed project will be reviewed and approved by California Division of State Architect (DSA) as well as local authorities and will be in compliance with the California Education Code, California Code of Regulations, California Government Code section 4450, et. seq., the California Building Code in the California Code of Regulations at Title 24, applicable zoning code requirements of the local jurisdiction in which the building is situated, and the Americans with Disabilities Act, and the Americans with Disabilities Act Accessibility Guidelines.

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SIGNATURE PAGE

PENINSULA FAMILY YMCA

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PROPOSAL FOR JOINT OCCUPANCY OF RECREATION FACILITIES AND
COMMUNITY CENTER AT PACIFIC BEACH MIDDLE SCHOOL

The proposal submitted by the Peninsula Family YMCA, a branch of the YMCA of San Diego County, will be valid for a period of (1) year. The undersigned has the authority to and makes this proposal binding on the YMCA.

Steve Rowe

Steve Rowe
Executive Vice President & COO
YMCA of San Diego County

11-12-11

Date